

## Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-07 /030 R

DRAFTED BY COM/SAD/JJACOBSEN/LDJ

APPROVED BY EB/OCA/CM/BEBYRON

COM/SAD/JEMURRIN

COM/UKC/EMBELDEN

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NEA/AFN/SESCODERO

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FM SECSTATE WASHDC

TO AMEMBASSY RABAT PRIORITY

AMCONSUL CASABLANCA

INFO AMEMBASSY ALGIERS PRIORITY

AMEMBASSY TUNIS

AMEMBASSY LONDON

UNCLAS STATE 103920

E.O. 11652: NA

TAGS: BEXP, MO, AG, TS, UK

SUBJECT: AGRICULTURAL LAND DEVELOPMENT TSS

REF: (A) RABAT 2186, (B) RABAT 1682, (C) CASABLANCA 421,  
(D) RABAT 2020, (E) RABAT 2102, (F) LONDON 5879

1. RESOLUTION OF TORO INQUIRY TO PARTICIPATE IN  
SEMINAR: JACOBSON HAD TWO TELCONS WITH MR. CARLOS OCHOA,  
DIRECTOR OF INTERNATIONAL MARKETING FOR TORO. BOTH PHIL  
YORK AND MIKE COURTIER WORK FOR MR. OCHOA, AND TALK DAILY  
BY PHONE. MR. OCHOA UNDERSTANDS AND IS SATISFIED THAT  
TORO WILL BE UNABLE TO PARTICIPATE IN THIS SEMINAR.

2. FILMS AND SLIDES

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A) JACOBS INTERNATIONAL "THE IMPERIAL VALLEY STORY"

122 SLIDES

B) AMOCO „ASPHALT MOISTURE BARRIER REEF" 16 MM FILM 8 MINUTES IN ENGLISH

C) IRRIGATION AND INDUSTRIAL DEVELOPMENT "ADVANCES IN OVERHEAD IRRIGATION AND WATER DISTRIBUTION TECHNIQUES" 50 SLIDES

D) ROME INDUSTRIES "PREPARATION OF UNDEVELOPED DESERT LAND" 16 MM FILM 12 MINUTES - NO WORDS

E) WORLD FOOD SYSTEMS "FOOD DELIVERY SYSTEMS" 25 SLIDES

F) FMC NO AUDIO-VISUALS

3. SLIDE PROJECTION EQUIPMENT: WE WILL NEED 2 KODAK CAROUSEL PROJECTORS. JACOBS WILL BRING THEIR OWN LAPSE AND DISSOLVE EQUIPMENT. EXTRA CAROUSELS WOULD MAKE TRANSITION BETWEEN PRESENTATIONS SMOOTHER.

4. ARRIVAL TIMES OF SEMINAR MEMBERS IN RABAT/CASABLANCA.

(A) THE FOLLOWING WILL NEED TRANSPORTATION TO RABAT:

(PLEASE MEET JACOBSON, DE ARYAN, LONG, AND SOULES AT THE AIRPORT.)

--- 4/30 JACOBSON-COORDINATOR

--- TWA FLT 900 ARRIVAL 0945

--- 5/1 DAVE DE ARYAN, JACOBS

--- LUFTHANSA FLT 192

--- ARRIVAL 1600 (MR. DE ARYAN WILL NEED A RESERVATION AT THE RABAT HILTON SATURDAY NIGHT)

--- 5/2 A/S ROBERT LONG-CHAIRMAN

--- TWA FLT 900

--- ARRIVAL 0945

--- 5/2 J.T. SOULES

--- TWA FLT 900

--- ARRIVAL 0945

--- 5/2 PAT LANNON, JACQUES JOHANNET, FMC PICK UP ON SUNDAY AT 11 A.M. AT EL MANSOUR IN CASABLANCA

--- 5/2 PHIL TICE, DR. WALTER SANTOS, WFS PICK UP ON SUNDAY AT 11:00 AT EL MANSOUR IN CASABLANCA

4B) THE FOLLOWING PEOPLE ARE CURRENTLY MAKING THEIR OWN ARRANGEMENTS: ED LYONS - AMOCO  
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HE WILL CONTACT WRIGHT OR FISHER IF HE NEEDS CASABLANCA-RABAT TRANSPORTATION; PAUL DE RHAM - 11DC  
HE IS FLYING OR DRIVING TO RABAT FROM TANGIER.

5. SCHEDULING FOR CHAIRMAN LONG: MR. LONG WOULD PREFER TO HAVE TOUR OF HASSAN II INSTITUTE FOLLOWING SEMINAR ON MONDAY AFTERNOON. TUESDAY MORNING WOULD BE FREE FOR ADDITIONAL APPOINTMENTS FOLLOWING HIS MEETING WITH

MINISTER SALAH MIZILY. MR. LONG IS VERY INTERESTED IN THE GUICHE AGRICULTURE RESEARCH STATION. IF MR. LONG HAS ADDITIONAL FREE TIME FOR APPOINTMENTS IN RABAT OR CASABLANCA, SUGGEST A LUNCHEON OR DINNER WITH HIGH LEVEL BANKING OFFICIALS. ALSO, I THINK MR. LONG WOULD ENJOY MEETING WITH MR. DISDIER OF AID.

6. AMOCO, JACOBS, ROME, WORLD FOOD SYSTEMS, AND MR. LONG ARE NOT FLUENT IN FRENCH. ALSO PAT LANNON, WHO IS MAKING

FMC PRESENTATION DOES NOT SPEAK FRENCH, HOWEVER HE WILL BE TRAVELING WITH JACQUE JOHANNET WHO DOES SPEAK FRENCH.

7. AGENT APPOINTMENTS: (A) ROME MAY WANT TO ESTABLISH A SEPARATE AGENT FOLLOWING A MEETING WITH THEIR CATERPILLAR TRACTOR DISTRIBUTOR. PLEASE MAKE SURE CATERPILLAR AGENT IS INVITED TO SEMINAR AND RECEPTIONS AS NOTED ON ROME'S BUSINESS INTEREST QUESTIONNAIRE. (B) WORLD FOOD SYSTEMS MAY DESIRE TO ESTABLISH AN AGENT IF THE COOK GRAIN INDUSTRY MAN IN CASABLANCA IS NOT GOING TO REPRESENT WFS. PLEASE MAKE SURE COOK IS INVITED TO SEMINAR AND RECEPTIONS. (C) FMC IS MORE INTERESTED IN CONTRACTING FOR A MAJOR PROJECT, BEGINNING WITH SETTING UP A ONE MAN OFFICE IN CASABLANCA SO WILL PROBABLY NOT REQUEST AGENT APPOINTMENTS. SISCO

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 APR 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976STATE103920  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** SAD/JJACOBSEN/LDJ  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 RABAT 2186, 76 RABAT 1682, 76 CASABLANCA 421  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** coburnhl  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 20 SEP 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <20 SEP 2004 by cookms>; APPROVED <16 NOV 2004 by coburnhl>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** AGRICULTURAL LAND DEVELOPMENT TSS  
**TAGS:** BEXP, MO, AG, TS, UK  
**To:** RABAT CASABLANCA  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006